

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY KUALA LUMPUR PRIORITY

UNCLAS STATE 150757

E.O. 11652: N/A

TAGS: BENC, MY

SUBJECT: MAJOR PROJECTS: PETROLEUM REFINERY AND
ASEAN FERTILIZER PLANT

REF: KUALA LUMPUR 5354

1. PLEASE ELABORATE ON CONSULTING OPPORTUNITIES
MENTIONED REFTEL PARA 3 FOR REFINERY AND FERTILIZER
PROJECTS. HOW IS PETRONAS SELECTING SHORTLIST? WAS
THERE A PREQUALIFICATION OF FIRMS? IF SO, WHICH U.S.
COMPANIES WERE PREQUALIFIED? IF THERE IS STILL TIME
FOR FIRMS TO BE CONSIDERED, PLEASE PROVIDE ASAP
INFORMATION ON REQUIREMENTS, SELECTION PROCEDURE, AND
NAMES AND ADDRESSES OF RESPONSIBLE PETRONAS OFFICIALS.
IF SELECTION IS BY INVITATION ONLY, COULD EMBASSY CHECK
TO MAKE SURE U.S. FIRMS ARE REPRESENTED ON LISTS OF
INVITEES? WOULD LIKE COMPLETE DESCRIPTION
OF SCOPE OF WORK TO BE PERFORMED, INFORMATION ON
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FINANCING ARRANGEMENTS, ETC. WE WOULD ALSO APPRECIATE
EMBASSY'S CONTINUED MONITORING AND REPORTING ON DEVELOP-
MENTS ON THESE CONTRACTS.

2. IN VIEW OF IMPORTANCE OF SUCH CONSULTING CONTRACTS,
WHICH ALLOW ENGINEERING FIRMS TO ESTABLISH EARLY
RELATIONSHIPS WITH THEIR CLIENTS AND WHICH OFTEN LEAD

TO CONTRACTS ON LATER PHASES OF THE PROJECTS, WOULD
APPRECIATE EMBASSY'S CLOSE ATTENTION TO AND REPORTING
OF THESE OPPORTUNITIES AS EARLY AS POSSIBLE SO THAT
WE MAY KEEP U.S. COMPANIES INFORMED.
CHRISTOPHER

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